



News from the Frontier of Innovation

July - August, 2000

Monthly Activity Report from the Loudoun County Department of Economic Development

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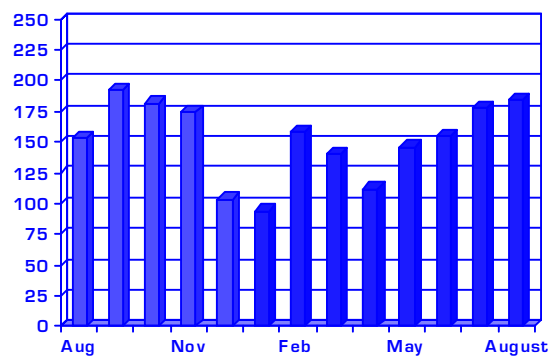
New Prospect Activity:

Prospect activity for the months of July & August:

- @ Received 68 requests for general information
- @ Delivered 61 Marketing Packages
- @ Delivered 7 Presentations
- @ Worked with 37 new and 189 on-going prospects
- @ Issued 1 open door certificate

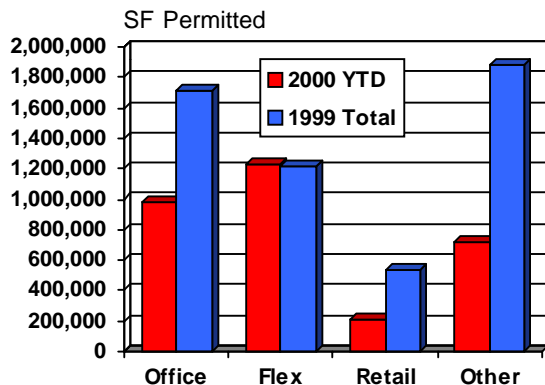
Total Prospect Activity

August 1999 - August 2000



New Construction Activity:

Nonresidential Construction 1999 Total and 2000 YTD July



So far this year, the County has permitted 3,136,295 square feet of non-residential construction. The value of new buildings (\$170,339,705) and alterations (\$23,350,757) equaled over \$193 million.

Loudoun County permitted 709,363 square feet of non-residential construction during the month of June and 240,811 square feet in July:

- ~ Office - 326,360 SF in June and 184,837 SF in July
- ! Flex/Industrial - 289,563 SF in June and 38,400 SF in July
- ~ Retail - 36,806 SF in June and 10,125 SF in July
- ! Other - 56,634 SF in June and 7,449 SF in July
- ~ Taxable - 708,290 SF in June and 240,562 SF in July
- ! Route 28 - 648,090 SF in June and 178,420 SF in July

Announcements:

New Business

☛ **Cargo Transport** has opened a 33,000 square foot freight forwarding facility at Mercure Business Park in Dulles. The start-up company currently employs nine.

☛ **Qwest Communications (www.qwest.com)**, headquartered in Denver, Colorado, has opened a 110,000 square foot facility at Dulles International Park. Approximately 30 employees have been hired.

☛ **The National Institute for Automotive Service Excellence (ASE, www.asecert.com)** has announced plans to move its national office from Herndon to a new 35,000 square foot facility on Miller Drive near the Leesburg Executive Airport. The company will initially have 50 employees and hopes to open in late 2001.

☛ **The Cube Corporation (www.cubecorp.com)** opened a 15,000 square foot company at Willow Pond at Transdulles. The company has hired 40 employees.

☛ **Comsearch (www.comsearch.com)** has announced plans to move its headquarters into 70,000 square feet at Janelia Farm Technology Park beginning in early 2001. The company plans to move 150 employees from Reston to the Ashburn location by June.

☛ **IP Optical** has leased 37,539 square feet at Loudoun Tech Center. The company will hire approximately 250 employees.

Existing Business

☛ **Sterling Semiconductor (www.sterling-semiconductor.com/)** will be opening a new 50,080 square foot facility at Mercure Business Park in early 2001. The company currently employs 14 and expects to hire up to 172 new employees.

☛ **Computer Sciences Corporation (www.csc.com)** has expanded its Loudoun Gateway location by 17,840 square feet, for a total of 44,448 square feet. Approximately 35 new hires will join the existing staff, and the company may also bring 20 additional employees from its other offices in Virginia and New England.

☛ **The Metropolitan Washington Airports Authority (MWAA, www.mwaa.com)** is expanding its cargo holdings by 51,548 square feet in Building 6 at Dulles Airport. The number of new employees resulting from the lease of this new space is currently undetermined.

☛ **Cardiel Design Communications (www.cardielfdesign.com)** has expanded its graphics design firm in Sterling from 600 to 1000 square feet and hired one new employee.

☛ **MDI Imaging and Mailing** has expanded from 25,000 to 36,000 square feet at Loudoun Gateway. The printing and mailing company has also hired 20 new employees as a result of this expansion.

Noteworthy:

☛ DED, Parks and Recreation, the Loudoun Heritage Farm Museum, and The Bluemont Concert Series will be cosponsoring the **HomeGrown Loudoun Festival** September 9th at Claude Moore Park in Sterling. The 4-10pm event features exhibits, local farm vendors, a dinner created from selected Loudoun farm products, live music and dancing. Ticket prices include dinner and are \$8 for adults, \$2 for children under 12, and toddlers are free.

☛ Christina Watson completed the research and report for the eight month **Loudoun Towns Outreach Project**. Her work concluded with the release of a 121 page report which assesses the strengths, weaknesses, opportunities and threats to each of Loudoun's seven towns, and provides short term and long term recommendations for their economic development. The completion of the report was highlighted by the July 15th Loudoun Towns Bus Tour, during which town leaders communicated various opportunities and challenges for their towns to the tour participants.

☛ Robyn Bailey, assisted by Lou Nichols and Christina Watson, presented a bus tour throughout Loudoun's areas of greatest development for **Chairman Scott York's Virginia High Growth Coalition** on August 4th. The tour provided an opportunity for other high growth Virginia counties, including Clarke, Gloucester, and Albermarle, to learn from each other and witness the effects of development in Loudoun.

☛ Larry Rosenstrauch spoke at a seminar entitled **Smart Growth: Transportation Planning for the Route 28 Corridor**. Sponsored by the Dulles Area Transportation Association, the event was the second in a series of three lectures dedicated to Route 28 commercial and residential growth issues for Fairfax and Loudoun Counties.

☛ EDC's Business Development & Retention Committee Chairman Georgia Graves presented **Gearboxx** with an open door certificate to commemorate its grand opening in July.

☛ EDC hosted a ceremony and reception at George Washington University in Ashburn August 18th to recognize **Loudoun County Public Schools (LCPS)** as the **only** Virginia school system nominated for the Computerland Smithsonian Award. LCPS was selected for nomination for its Project Access program, which brings state-of-the-art computers and technology into all classrooms.

☛ **Old Dominion University** held its first Open House August 15th and welcomed 600 visitors to its new location.